



UAB Venipak is a company that provides express package transportation and delivery services and other logistics solutions in Lithuania, Estonia and Latvia.

Aims

- To facilitate and rationalise company processes
- To improve communication and cooperation between different divisions of the company and clients

Area

Logistics services

Country or region

Lithuania, Latvia, Estonia

Size

53 employees (in Lithuania)

<http://www.venipak.lt/>

Partner

[ALBARS](#)



Software solution for effective company communication

"Negotiations and implementation took just a couple of months and we were able to use new services immediately. We didn't need additional investments in new hardware or its maintenance, because everything operates in the cloud."

- Andrius Balandis, CEO of the Venipak Group.

Venipak, a company that provides package transportation and other logistics solutions, has successfully operated in Lithuania since 2004. The company is expanding its operations and therefore is looking for ways to improve various aspects of its business. Development in the Baltic States calls for very effective communication between different divisions and management of business processes. In order to overcome the challenges and to ensure successful future expansion, the company has decided to improve its software infrastructure and to opt for Microsoft cloud computing solutions.

New business needs require new solutions

The aim of each successful company is to grow and to continue activities not only in the local, but also in the foreign markets. Since the establishment of Venipak in 2004, the company has been rapidly expanding and currently operates in three countries (Lithuania, Latvia and Estonia). With the expansion and increase in the number of offices and employees, the need has arisen to optimise and maximize communication processes both between employees and clients. "We operate in three different countries and carry thousands of different packages which must be delivered to the clients as quickly as possible on a daily basis. Effective communication and successful team work are therefore keys to the success in this business. In order to improve these areas we decided

to look for a suitable software solution”, Andrius Balandis, CEO of the Venipak Group, said.

Microsoft cloud solutions for effective communication

Venipak was looking for a solution which could provide tools and functions that would strengthen and integrate communication of different divisions into a single whole. This would allow to share information faster and to cooperate on a day-to-day basis.

The company has availed of the recommendation made by its partner Albars to try Microsoft cloud solutions Office 365 and Microsoft Dynamics CRM Online.

According to Mr Balandis, their choice was predetermined by a number of factors. First of all, the company was looking for solutions which would be in line with their financial capabilities. The offer contained flexible pricing and did not require substantial investment. Time was another reason for their choice: “It was crucial for us that the solution would start functioning as quickly as possible. Negotiations and implementation took just a couple of months and we were able to use new services immediately. We didn’t need additional investments in new hardware or its maintenance, because everything operates in the cloud”, Mr Balandis said.

The company also considered functional capabilities of both solutions: monitoring of critical data of the organisation and access in real time from any part of the world, simplified reporting, generation of various insights into business processes, more flexibility in working together, more efficient customer service process, and design of both solutions recognisable by all employees.

For more information about Microsoft Dynamics and Office 365, go to:
www.microsoft.com/dynamics and products.office.com

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